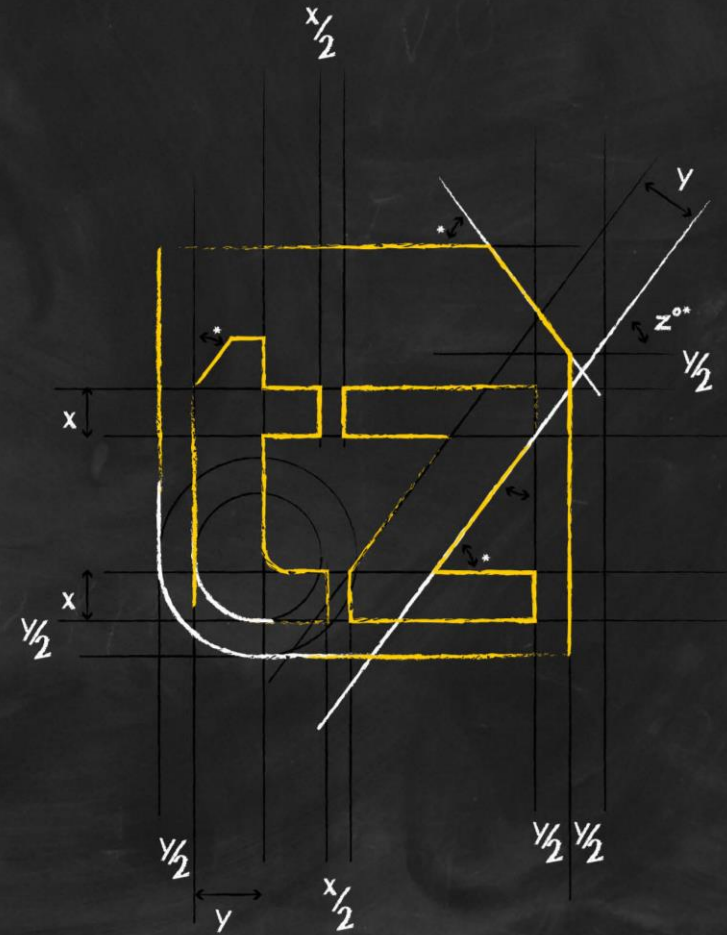


TZL 2020

Business Update

November 2020



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Think SMART. Think TZ.

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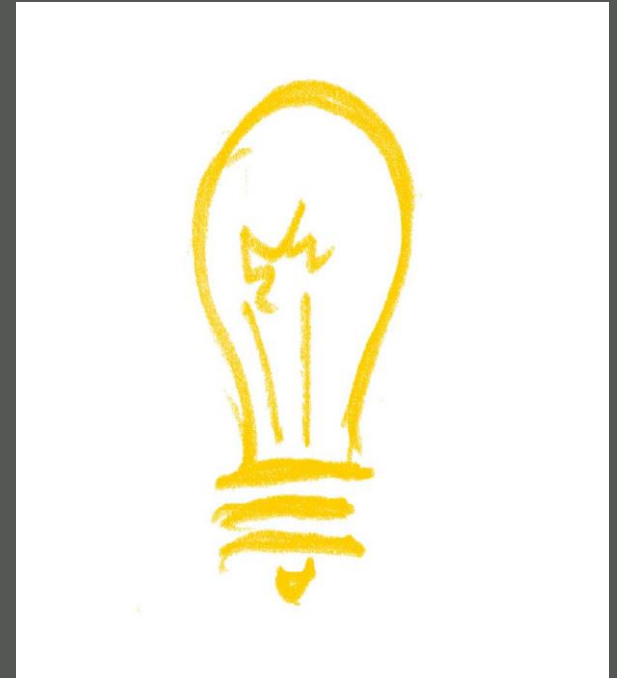
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This release was authorised by Mr Scott Beeton, Managing Director of TZ Limited.



TZ is a technology leader
in the smart electronic
lock market.

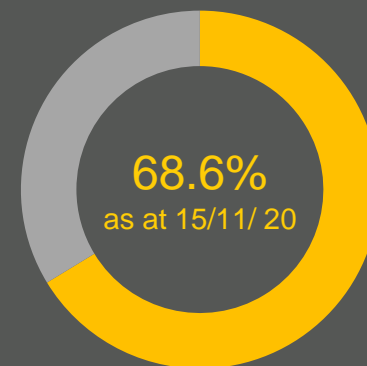


Internet of Things



TZL Capital Structure (as of 30 June 2020)

Shares on issue	91.7 mill
Unlisted Options held by Board & Senior Management	2.4 mill
Market Cap at \$0.06	\$5.5 mill
52 week high	\$0.19
52 week low	\$0.03



Top 20 Shareholders



FINANCIALS



	2014	2015	2016	2017	2018*	2019	2020
REVENUE	\$8.4M	\$15.1M	\$20.8M	\$21.5M	\$15.0M	\$17.4M	\$12.8M
GROSS MARGIN	49%	44%	30%	45%	50%	49%	52%
ADJUSTED EBITDA	(A\$8.5M)	(A\$4.5M)	(A\$5.3M)	(A\$2.9M)	(A\$3.9M)	(A\$3.5M)	(A\$3.7M)
LOSS AFTER TAX	(A\$11.8M)	(A\$6.4M)	(A\$7.0M)	(A\$6.5M)	(A\$13.0M)	(A\$4.4M)	(A\$5.1M)

* The introduction of AASB 15 in FY2019 changed TZ's revenue policy. The results for 2018 have been adjusted to compare to the new policy from 2019.



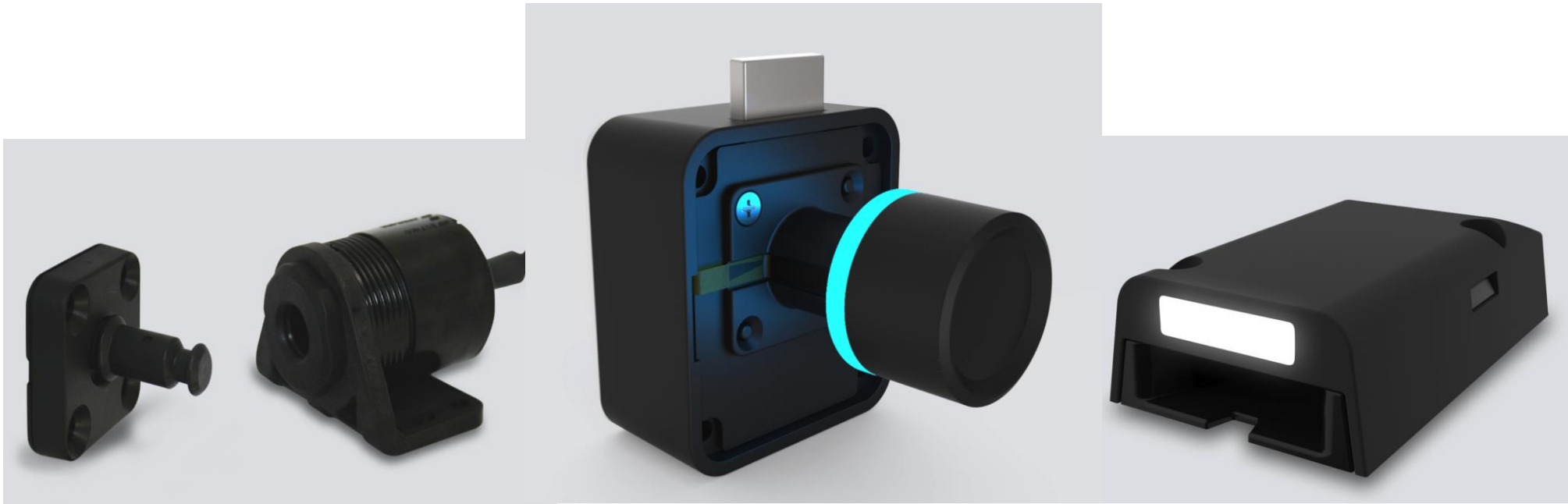
TZ SMARt LOCK SOLUTIONS

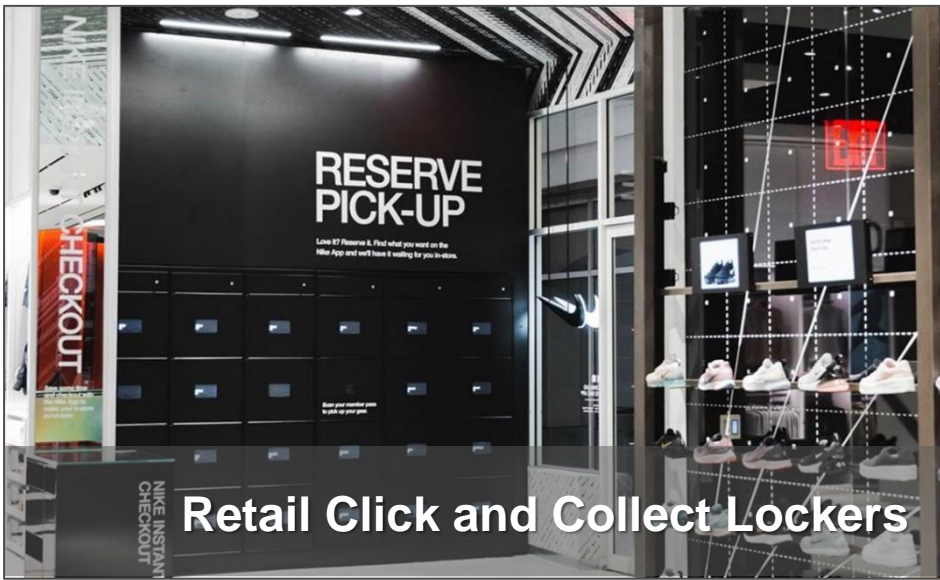


› TZ RadialLock

› TZ CabLock

› TZ BeamLock





Retail Click and Collect Lockers



Universities and College Mail Centres

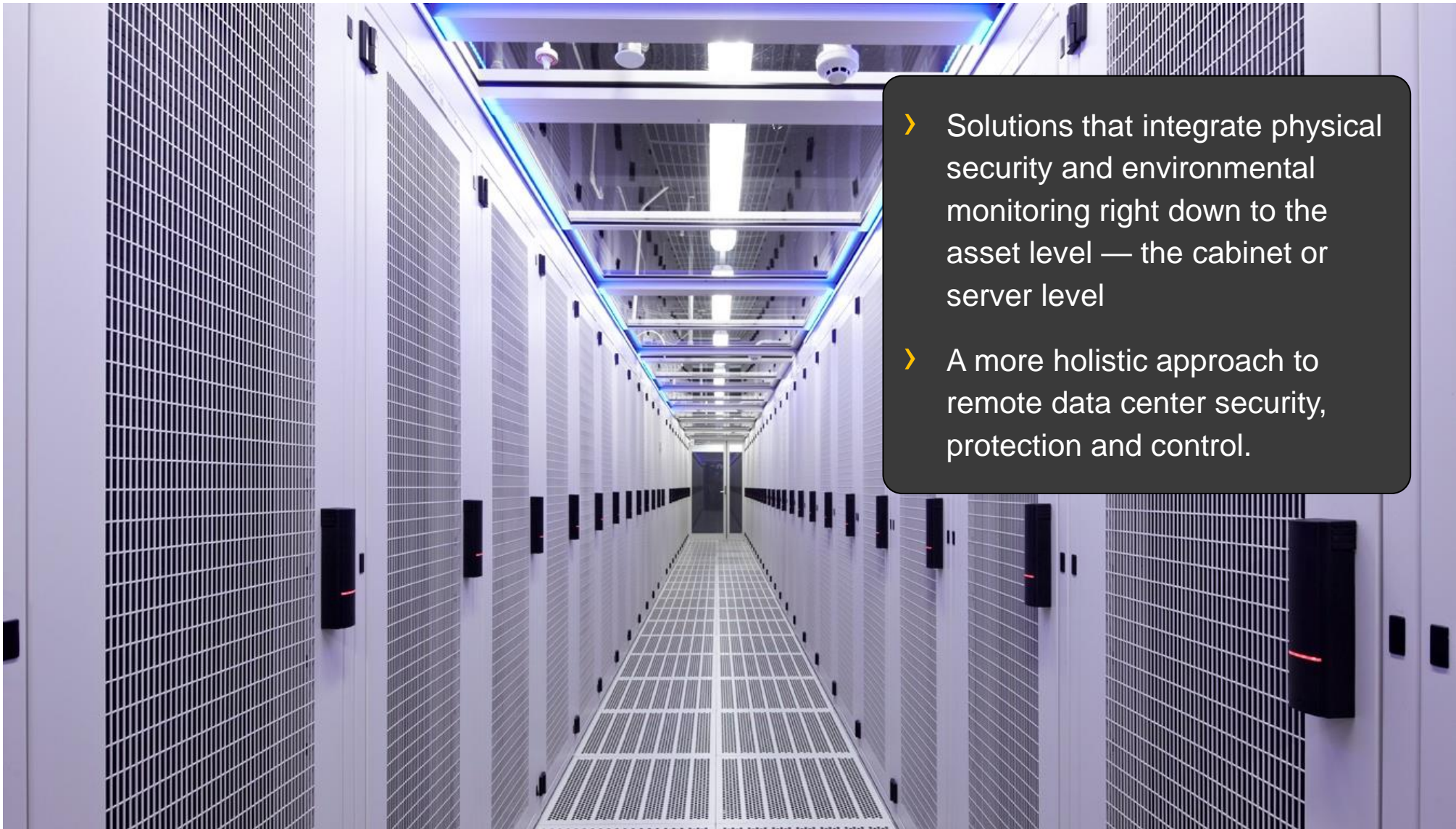


Campus Package Management



Corporate Day Lockers





- › Solutions that integrate physical security and environmental monitoring right down to the asset level — the cabinet or server level
- › A more holistic approach to remote data center security, protection and control.





NEXT DC



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Supported by Major Data Centre Operators



- › 47 billion parcels were shipped globally in 2014;
- › 83 billion parcels were shipped globally in 2018;
- › 103 billion parcels were shipped globally in 2019;
- › 2020 Unprecedented demand Covid19





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Supported by Major Postal and Logistics Players

TZ 2020

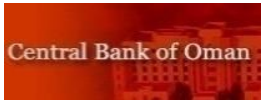
NOW WE HAVE CLIENTS



Colocation/MSP Data Centers



Government & Education



CANADIAN SECURITY INTELLIGENCE SERVICE

Healthcare



Telecommunications



Other



Technology



Entertainment/Hospitality



Postal and Logistics



DSV

Posteitaliane

Banking and Finance



Residential



Educational



Corporate





APPLE
30,000+ Package and Storage Lockers
Enterprise Supply Agreement





Microsoft
10,000+ Package Lockers
Enterprise Supply Agreement





VANDERBILT
UNIVERSITY



RUTGERS
UNIVERSITY | NEW BRUNSWICK

THE UNIVERSITY OF
TENNESSEE



Georgetown
University

US University Campus Mail Market
Market Share Leader



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Campus Mail Solutions



- 300+ UPS Access Point Locker Banks deployed across USA
- Deployed between 2014 and 2016
- TZ currently providing HW and SW maintenance support for the networked fleet.





DSV



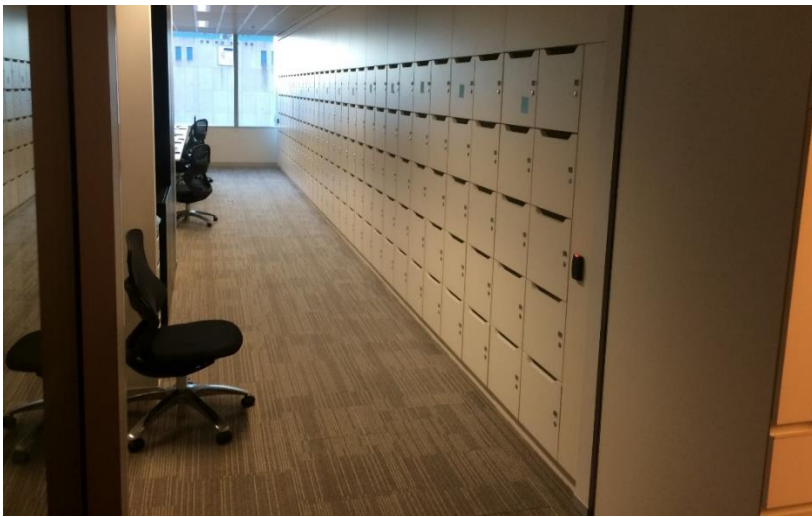
- 309 DSV Locker Banks deployed across South Africa
- An additional 130 Locker Banks currently being deployed under Nedbank branding
- Other Banking Groups also in early stages of Smart Locker roll-outs



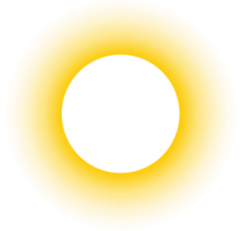


- TZ Day Locker solution is the preferred employee storage solution for Westpac's agile workplace.
- 26,000 Day Lockers deployed across 12 Westpac Buildings in Sydney, Melbourne, Brisbane and Adelaide.
- First deployment was in 2014 – have deployed to new buildings every year for the last six years.
- Major upgrade planned for 2021.





SUNCORP



- TZ Day Locker solution is the preferred employee storage solution for Suncorp's agile workplace.
- 3,000+ Day Lockers and End-of-Trip Lockers deployed across Sydney and Brisbane offices.
- New Brisbane HQ planned for 2021 – currently in tender process.





scape

- One of the largest providers of student housing in Australia
- Owns Scape, Urbanest and Altezza brands
- TZ Residential Package Management Locker solution is the preferred provider for all Scape properties.
- New deployments planned across Brisbane, Sydney and Melbourne in 2021.





N E X T D C



- TZ DC Security is the preferred cabinet security solution for NextDC.
- Over 5,000+ TZ SMARt Devices deployed across B1, B2, S1, S2, M1, M2, P1, P2 and C1.
- S3 and M3 currently being planned.





- TZ DC Security is the preferred cabinet security solution. Over 95% of MacTel cabinets use TZ.
- Total of 2,000+ TZ SMARt Devices deployed across IC2 and IC4
- IC3 and IC5 currently being built. Fit expected in 2021.



TZ 2020 & BEYOND

- Reorganisation of the business – Complete
 - *New Board + Senior Executive Changes*
 - *Cost Savings Program - \$2.5 million March 2020*
- New marketing and sales strategy
 - *HubSpot*
 - *New commission structure*
 - *Expand sales and distribution channels*
- New Finance & Inventory System – Complete early 2021
- Software Enhancements
 - *Centurion release – November 2020*
- New Opportunities
 - *New Markets – Europe Expansion*
 - *Expand Product/Service Range – SMArt Works*
 - *Acquisition Opportunities*
- Near term EBITDA positive



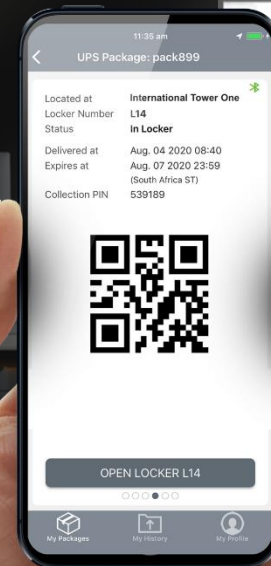
TZ 2020

NEW APPLICATIONS



TZ SMARtWork – the simple solution for contactless access control for every lock in your office

- › Complete cloud-based solution designed for smaller businesses (>120 staff)
- › All in one solution of hardware, software and services (Software-as-a-Service or SaaS)
- › SMARt Access – smart phone or smart watch locker access



Introducing TZ SMARtWork





FULLY AUDITED AND CONTROLLED MEDICINE CABINETS

TZ to find global distribution partners for supply to
Hospital, Medical and Health organisations

SECURE RETAIL CABINETS

TZ to find global distribution partners to cover retail
cabinets and display units





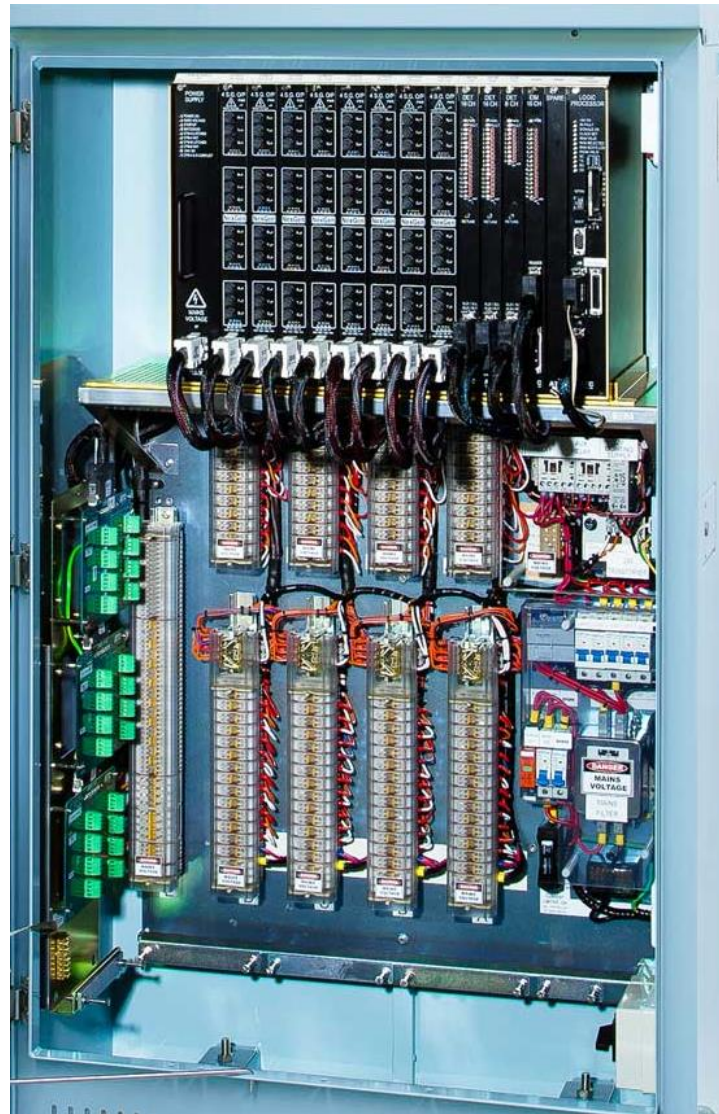
SECURE GUN AND EQUIPMENT CABINETS

TZ to find global distribution partners for cover defence and police departments

ACCESS CONTROL FOR CABINETS AND DRAWERS FOR THE HOME

TZ to find global distribution partners to support B2C offering for the home





ACCESS CONTROLLED ELECTRICAL CABINETS

- › Electricity Grid Security
- › Traffic Light Boxes

Distribution MOU in negotiation with Traffic Management Infrastructure Company

